

## Message Text

UNCLASSIFIED

PAGE 01 BONN 11617 141529Z  
ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W  
-----052887 142112Z /21

R 141522Z JUL 77  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 9814  
USMISSION USBERLIN  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT  
AMCONSUL MUNICH

UNCLAS BONN 11617

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - WEAR-EVER ALUMINUM, INC.,  
CHILLCOTHE, OHIO

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

PAUL WIETHOFF  
FRANKLINSTRASSE 11-14  
D-1000 BERLIN 10  
CONTACT: MR. WIETHOFF, OWNER  
PHONE: 030 - 391 10 61  
COMMENT: COMPANY, LARGE WEST BERLIN DISTRIBUTOR OF  
CUTLERY ITEMS IN LOCAL MARKET, EXPRESSED POTENTIAL  
INTEREST. FIRM WAS ESTABLISHED IN 1949, EMPLOYS 24.  
PRICES AND DELIVERY TERMS ARE DECISIVE MARKETING FACTORS.  
FIRM DESIRES DIRECT CONTACT WITH US FIRM AND REQUESTS  
ADDITIONAL PRODUCT LITERATURE IN GERMAN, IF AVAILABLE,  
BANK REFERENCE: BANK FUER HANDEL U. INDUSTRIE,  
UHLANDSTR. 9-11, D-1000 BERLIN 12.

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PAGE 02 BONN 11617 141529Z

EMIL SCHRICK SOHN KG  
STAHL- U. METALLWAREN-FABRIK  
DUCADO-HAUS  
BRUEHLER STR. 60  
D-5650 SOLINGEN 1  
CONTACT: MR. KLAUS HERMES, MANAGER/PARTNER  
COMMENT: COMPANY IS GENERALLY INTERESTED IN US FIRM'S

KITCHEN KNIVES. IT WOULD HOWEVER LIKE PRICES  
BEFORE MAKING FINAL DECISION. PRICE LISTS WERE NOT  
SUPPLIED BY US FIRM. COMPANY ESTABLISHED 1919, EMPLOYS  
20, ANNUAL SALES DM 3-4 MILLION. IT BELONGS TO GROUP  
OF FIRMS WHOSE ENTIRE ANNUAL SALES AMOUNT TO DM 13  
MILLION, EMPLOYEES TOTAL 120. CO. IS MFR. OF FLATWARE  
AND GIFT ARTICLES, DOES NOT MANUFACTURE KITCHEN KNIVES.

NFS-NON FOOD SERVICE REITZ & SIEBERT KG  
HEINRICH-KRUMM-STR. 1-3  
6050 OFFENBACH/MAIN - BIEBER  
CONTACT: MR. PLANZ, IMPORT SECTION  
PHONE: 0611/892051  
TELEX: 04 152 713  
COMMENT: LARGE WHOLESALER, SUPPLYING SUPERMARKETS AND  
CHAIN STORES. FOUNDED 1962, EMPLOYING 450, ANNUAL  
TURNOVER DM 80-100 MILLION. SALES AREA: GERMANY,  
SWITZERLAND AND AUSTRIA. COMPANY EXPECTS SALES BROCHURE  
AND PRICES IN ORDER TO EVALUATE PROPOSAL.

ERWIN JILKE  
CORNELIUSSTRASSE 48  
D-8000 MUENCHEN 5  
PHONE: 089-240678  
COMMENT: MR. JILKE, A DISTRIBUTOR OF CUTLERY WITH  
GOOD CONNECTIONS TO THE TRADE, EXPRESSED INTEREST IN  
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PAGE 03 BONN 11617 141529Z

SUBJECT OFFER BUT ASKED THAT PRICE LISTS BE SENT TO HIM  
ASAP FOR THE ARTICLES IN QUESTION. BECAUSE OF THE  
STRONG COMPETITION ON THE GERMAN MARKET (PRODUCTS OF  
SOLINGEN, FOR INSTANCE), HIS DECISION TO TAKE OVER  
THIS DISTRIBUTORSHIP DEPENDS ENTIRELY ON THE PRICES FOR  
SUBJECT PRODUCTS.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
CASH

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770251-0526  
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**Image Path:**  
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**Litigation History:**  
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**Message ID:** 582dd76b-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1866467  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - WEAR-EVER ALUMINUM, INC., CHILLICOTHE, OHIO THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009